

Message Text

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AMCONSUL ZANZIBAR

LIMITED OFFICIAL USE DAR ES SALAAM 3106

E.O. 11652: N/A

TAGS: BPRO, BOLS, TZ

SUBJECT: POSSIBLE TRADE OPPORTUNITY FOR SALT
PROCESSING PLANT

1. US GEOLOGIST, ON SHORT-TERM, TROUZE- SHOOTING CONTRACT WITH GOVERNMENT-OWNED STATE MINING COMPANY (STAMICO), HAS BEEN ASKED TO VET PROPOSALS FOR SALT PROCESSING PLANT SUBMITTED BY FRENCH AND GERMAN COMPANIES. GEOLOGIST BELIEVES EUROPEAN PROPOSALS TOO COSTLY AND PROCESSES RECOMMENDED NOT MOST SUITABLE FOR TANZANIA BECAUSE OF LONG-TERM RELIANCE ON FOREIGN EXPERTS. CONSEQUENTLY HE HAS ASKED EMBASSY TO REQUEST DEPARTMENT'S ASSISTANCE IN POLLING OF SALT COMPANIES TO SEE IF THEY WOULD CONSIDER SIGNING CONTRACT WITH STAMICO TO (A) WORK WITH HIM IN PROCUREMENT OF US EQUIPMENT AND MACHINERY FOR PROJECT AND (B) PROVIDE EXPERT FOR 6-12 MONTHS TO START UP SALT PROCESSING PLANT AND TRAIN TANZANIANS TO OPERATE IT.

2. GEOLOGIST BELIEVES STAMICO PLANT SHOULD BE DESIGNED TO USE SOLAR EVAPORATIVE PROCESS (TO INCLUDE WASHING, CRUSHING AND DRYING FINISHED PRODUCT) AND MIXING IN USUAL ADDITIVES TO PRODUCE FREE-FLOWING IODIZED TABLE SALT. HE ESTIMATES ENTIRE PROJECT WILL PRICE OUT ABOUT \$100,000,000 AND COULD BEST BE HANDLED BY EITHER OF FOLLOWING

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COMPANIES WHICH ALREADY OPERATE PLANT OF TYPE HE

WISHES TO RECOMMEND TO STAMICO:

(A) LESLIE SALT COMPANY (SALT AND CHEMICAL DIVISION)
7220 CENTRAL AVENUE
NEWARK, CALIFORNIA

(B) MORTON SALT
1710 TROWSDALE DRIVE
BURLINGAME, CALIFORNIA

3. DEPARTMENT REQUESTED TO POLL THESE COMPANIES,
AND OTHERS, TO ASCERTAIN WHICH WOULD BE INTERESTED
IN PROJECT. WHEN FURNISHING NAMES OF INTERESTED
COMPANIES, PLEASE INCLUDE NAME OF INDIVIDUALS
STAMICO SHOULD WRITE TO DISCUSS PROJECT. US GEOLOGIST
PLANS TO INCLUDE NAMES OF US COMPANIES IN REPORT
HE IS NOW WRITING AND RECOMMEND STAMICO SELECT ONE
TO HELP SET UP SALT PROCESSING PLANT.

4. FYI: AMCONSUL ZANZIBAR, NOTES ZANZIBAR GOVERN-
MENT HAS INDICATED INTEREST IN ESTABLISHING LOCAL
SALT INDUSTRY AND POST IS EXPLORING POSSIBILITY OF
DOVE-TAILING POSSIBLE ZANZIBAR PROJECT WITH MAINLAND
ONE DISCUSSED ABOVE.

DECONTROL UPON RECEIPT.
CARTER

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